

DEMO SCRIPT

SAP Analytics Cloud for Total Spend Management

Ariba, Concur & Fieldglass



Scenario ID: 15636

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1 DEMO SCRIPT OVERVIEW

1.1 Highlights

A German leading high-tech manufacturing company is looking for better ways to keep all their costs on track. While having three manufacturing centers and hundreds of suppliers which are supporting different departments and provide various services to the company, in the past, it was extremely hard to manage all costs in one single place and overlook everything to plan.

In this demo, we will be able to have a peek of the bright future of how SAP Analytics Cloud help to smooth the cooperation among different departments and help the company to plan as a whole.

Topics covered:

- Material Relative Cost
- Travel Relative Cost
- External Workforce Relative Cost

1.2 Why Now?

Customers are facing the following issues:

- Difficulty to overview all kinds of costs
- Difficulty to explore the cost incurred in different departments
- Difficulty to drill down to supplier level to understand how each supplier can affect the company
- Difficulty to develop a comprehensive budget plan

1.3 Why SAP?

SAP Analytics Cloud and Digital Boardroom can be best fit as it helps the following:

- Brings internal and external data together to have a 360 view on company's costs.
- Improves decision making by accessing accurate information and analyzing alternatives and implication.
- Enables to freely follow the train of thought or helps us based on automatic alerting and prediction to take the right decisions on time.
- Breaks the boundary of static presentations.
- Screens/Stories can be prepared for each user or agenda item very quickly.
- Interface is simple to use for the Board, no need for power users
- Access to different data like revenue distribution, social media, achievements, distribution channels, associate performance and many more
- Connect to live data and RSS feeds: the overview screen presents third party data such as retail-market news.
- Your competitive advantage: SAP Digital Boardroom can be customized to present the most critical business information and to consider legal requirements.
- Live Filters: Digital Boardroom dynamically presents business data depending on selected filters
- Drill into data: drill down into specific issues to understand the context of the data

2 PRE-DEMO STEPS AND GUIDELINES

2.1 Before You Run This Demo

Before a demo make sure you read the following information:

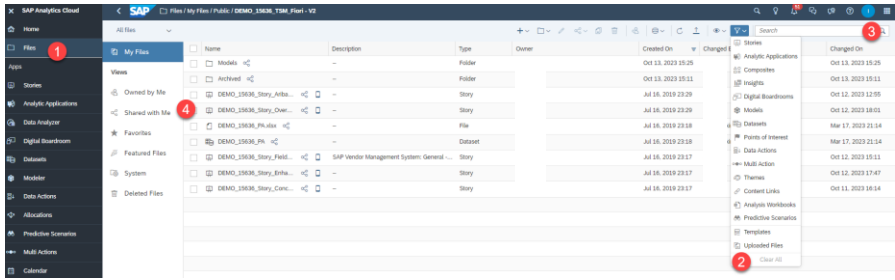
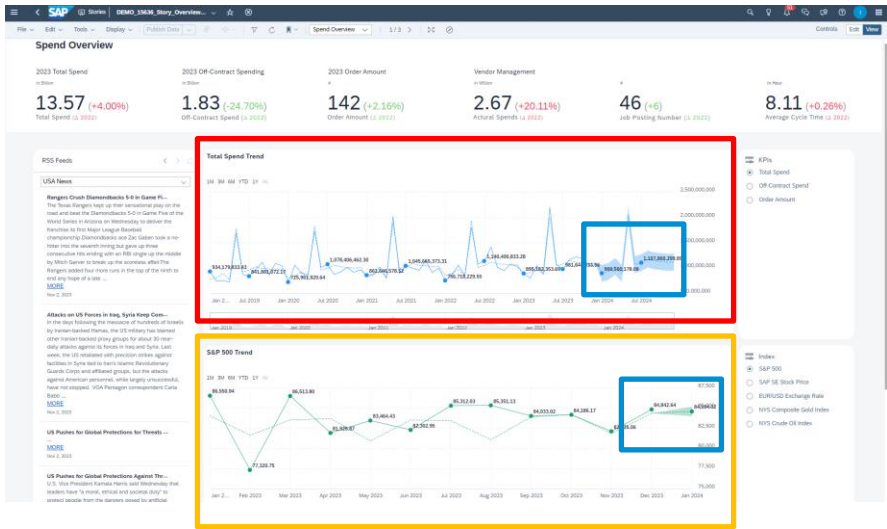
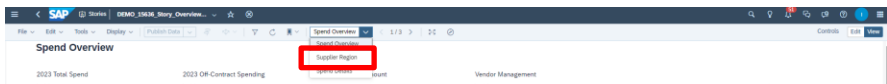
- a) SAP Analytics Cloud currently requires **Google Chrome**. Within Chrome you need to disable Third-Party cookies in Settings:
 - Type 'third' in search box and then click Content settings, then Unselect 'Block third-party cookies and site data'
- b) Prior to a demo always cache by opening the main screens used in the demo script. This will improve the load and rendering time.

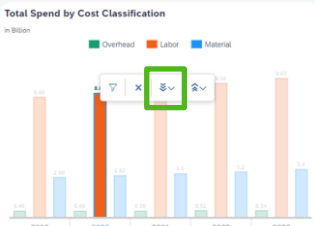
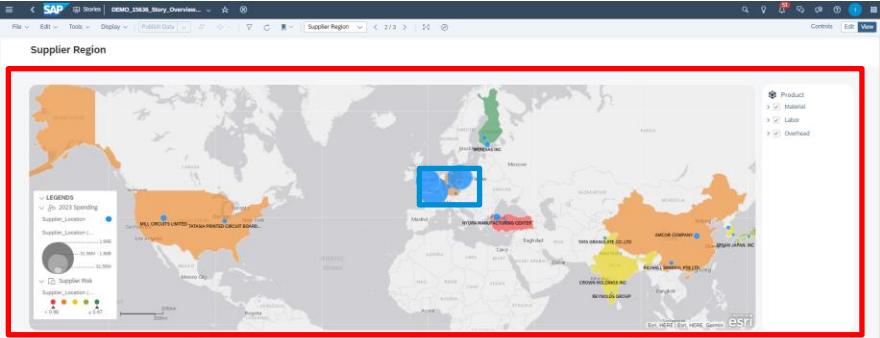
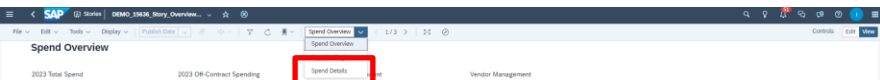
2.2 How to Reset This Demo

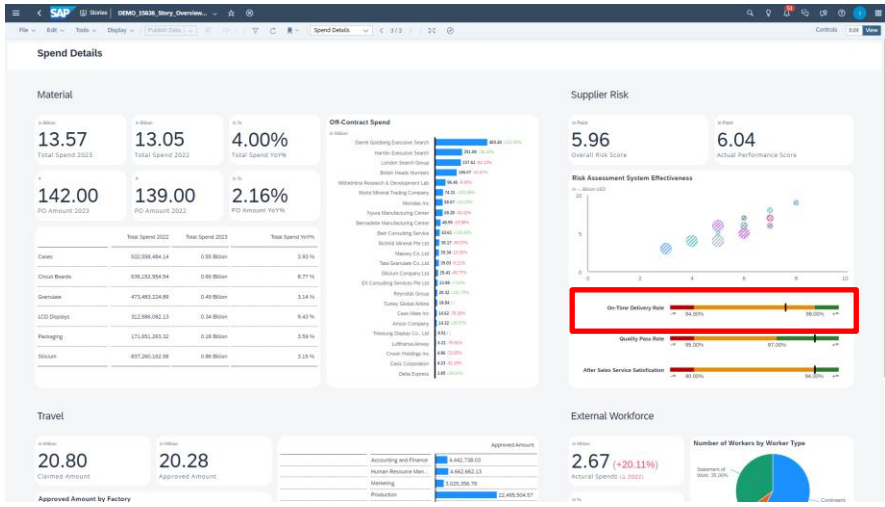
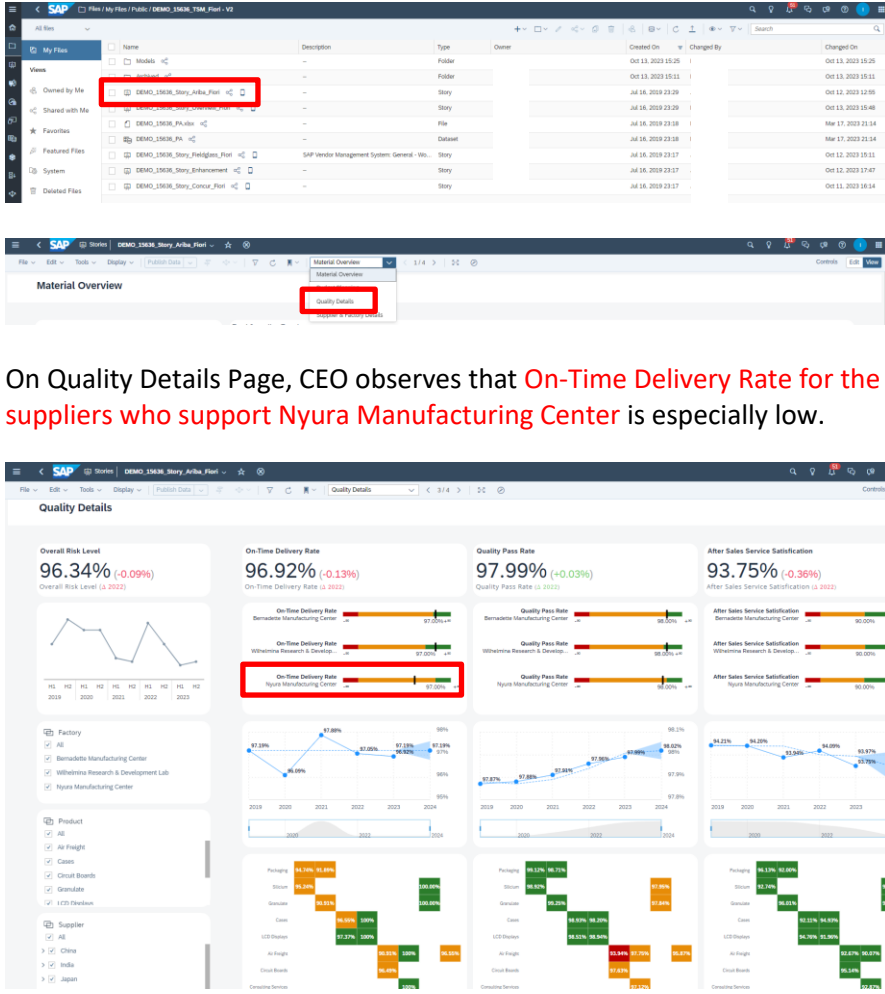
There is no need to reset this demo.

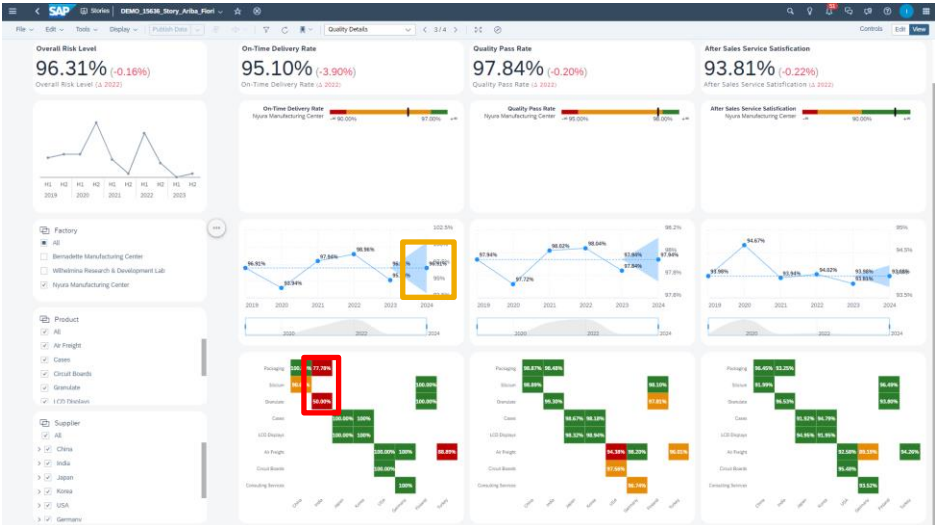
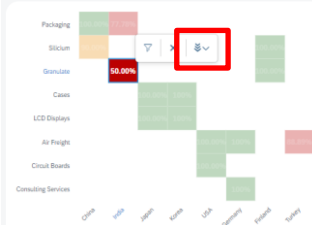
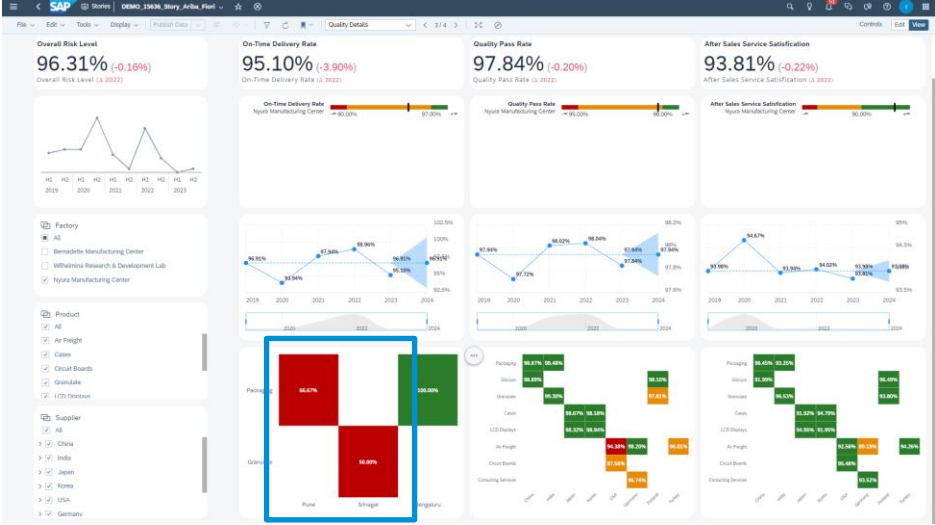
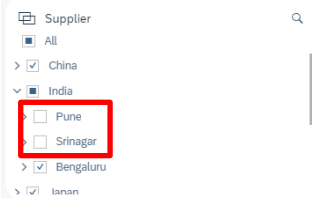
3 DEMO SCRIPT / STEP-BY STEP GUIDE

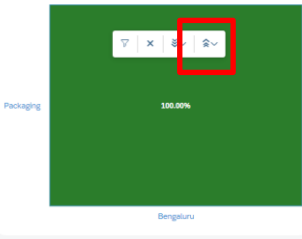
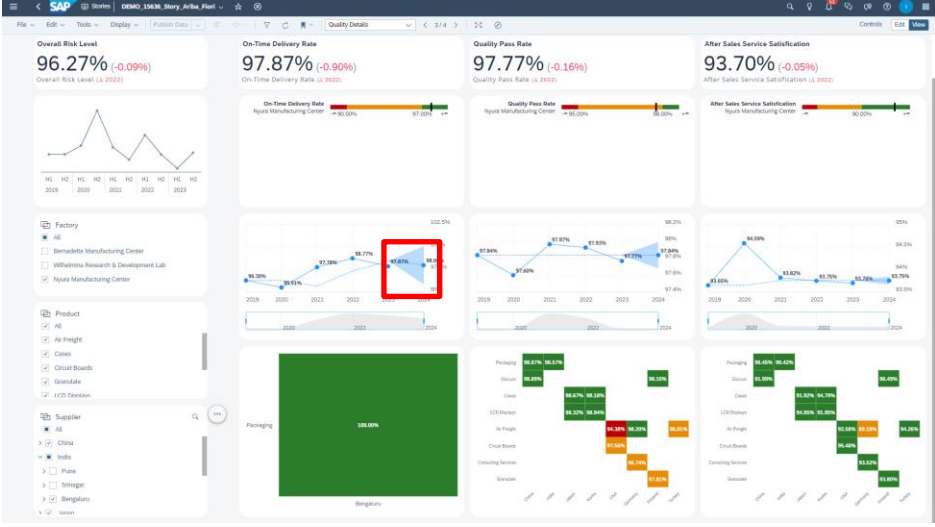
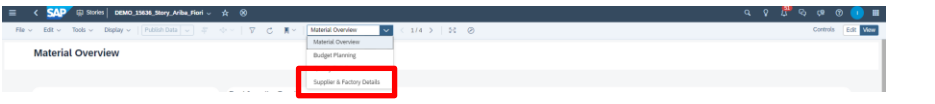
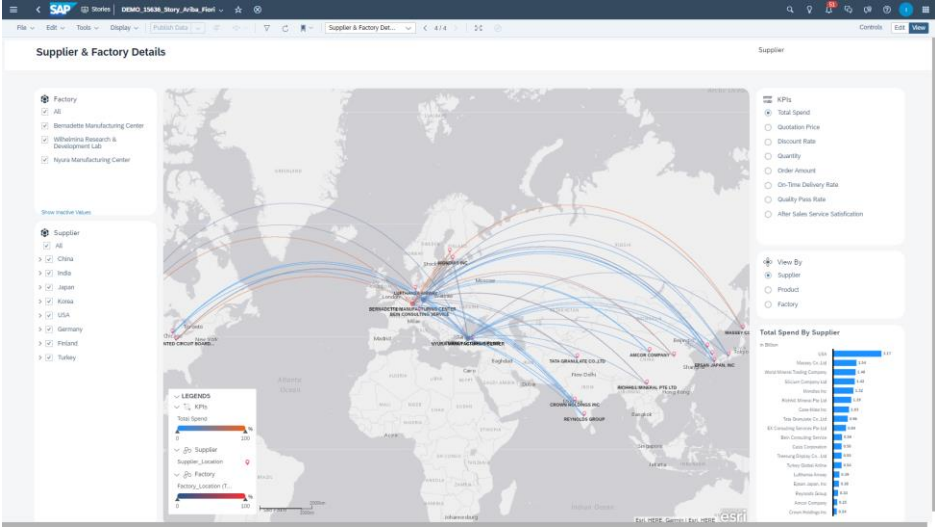
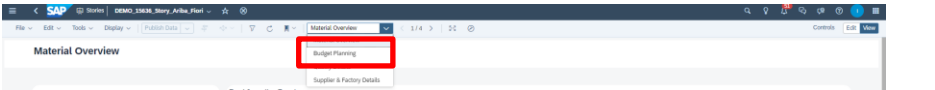
3.1 Demo Script

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Open SAC tenant Click Browse > Files Clear filters Search 'DEMO_15636' in the top right Search bar Select 'DEMO_15636_Story_Overview_Fiori' 	
<ul style="list-style-type: none"> Click on Filters to explore different KPIs 	<p>In recent years, material & labor cost in some Europe Countries are growing dramatically. A German leading high-tech manufacturing company has executed many strategies to keep their costs within the budget. Today, CEO decides to inspect the result and refine the strategies.</p> <p>In the Spend Overview Page, CEO will be able to have an overview of the Procurement Relative Trend and its forecasted future. We can observe obvious seasonal effect easily on our total spending.</p> <p>Finance Relative KPI Trend Chart brings external data such as raw material price index & their forecasted future in together with internal data to do the performance analysis.</p> <p>While the Price Index of some raw materials change dramatically, CEO still observes a stable gentle growing on Total Spending and Order Amount.</p>
<ul style="list-style-type: none"> Highlight Quick Forecast Function 	
<ul style="list-style-type: none"> Move to the Next Page – Supplier Region 	

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Click on the bubbles or color lumps on map to filter the other charts based on Supplier or Country. Left click on the bar to drill down or up to observe the details 	<p>On Supplier Region Page, CEO will be able to have a brief view on the map of all Suppliers serving different departments and providing diverse services. The choropleth map gives CEO a clear idea of the Supplier Risk of different countries.</p> <p>On Total Spending by Factory, CEO observes a decreasing Total Spending for Bernadette Manufacturing Center and an increasing Total Spending for Nyura Manufacturing Center.</p> <p>One year ago, CEO believes that material price index will increase dramatically in the next 2 years with the help of the SAP Analytics Cloud Quick Forecast Feature and decide to move the productivity from German (Bernadette) to Turkey (Nyura) since the material & labor cost are relatively low in Turkey though the Supplier Risk is higher.</p>   <p>On Spend Details, CEO has an overview of the spending status of different departments. His attention has immediately been caught by Material On-Time Delivery Rate which has fell in Warning Range.</p> <p>He decides to explore more.</p>

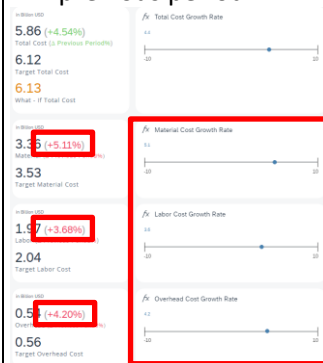
Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Click on Drop Down Arrow and go back to the Folder 	 <p>The screenshot displays the SAP Spend Details interface. It includes sections for Material spend (Total Spend 2023: 13.57, Total Spend 2022: 13.05, Total Spend YOY%: 4.00%), Travel spend (Total Spend 2023: 20.80, Total Spend 2022: 20.28, Total Spend YOY%: 2.16%), and Supplier Risk (Overall Risk Score: 5.96, Actual Performance Score: 6.04). A red box highlights the 'On-Time Delivery Rate' bar chart, which shows a low performance score of 5.96 compared to a target of 6.04.</p>
<ul style="list-style-type: none"> Click on 'DEMO_15636_Story_Ariba_Fiori' Move to the Page – Quality Details Filter Factory to Nyura 	 <p>The screenshot shows the SAP Fiori 'DEMO_15636_Story_Ariba_Fiori' page. It displays a list of stories, with 'DEMO_15636_Story_Ariba_Fiori' highlighted. Below the list, the 'Quality Details' page is shown, displaying various quality metrics for different factories. A red box highlights the 'On-Time Delivery Rate' bar chart for Nyura Manufacturing Center, which shows a low performance score of 96.92% compared to a target of 97.00%.</p> <p>On Quality Details Page, CEO observes that On-Time Delivery Rate for the suppliers who support Nyura Manufacturing Center is especially low.</p> <p>He then filters the Factory to Nyura and found that the low On-Time Delivery Rate is most likely due to one or a few suppliers from India who supply Granulate.</p>

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Factory <ul style="list-style-type: none"> All Bernadette Manufacturing Center Milhelmina Research & Development Lab Nyura Manufacturing Center 	<p>The forecasted on-time delivery is about 97%</p> 
<ul style="list-style-type: none"> CEO further drills down to Suppliers and finds that two suppliers from Srinagar & Pune which serves Nyura are under-performed. 	
<ul style="list-style-type: none"> Drill Down to Supplier 	
<ul style="list-style-type: none"> Filter Pune & Srinagar out.  <ul style="list-style-type: none"> (Optional) Drill Up to Suppliers 	<p>CEO decides to get rid of those two suppliers and see how it will affect the overall on-time-delivery. He then observes that the forecasted On-Time Delivery for Nyura has been increased from 97% to about 98%. It seems that it's a good idea to retire those two suppliers.</p>

Actions	Screenshots and Explanation
<div data-bbox="172 273 475 510">  </div> <ul style="list-style-type: none"> (Optional) Move to the page – Supplier & Factory Details (Optional) Adjust filters to find your own insights. <p>Highlight the flexibility</p> <div data-bbox="172 958 475 1249"> <p>KPIs</p> <ul style="list-style-type: none"> <input checked="" type="radio"/> Total Spend <input type="radio"/> Quotation Price <input type="radio"/> Discount Rate <input type="radio"/> Quantity <input type="radio"/> Order Amount <input type="radio"/> On-Time Delivery Rate <input type="radio"/> Quality Pass Rate <input type="radio"/> After Sales Service Satisfaction </div> <div data-bbox="172 1294 475 1429"> <p>View By</p> <ul style="list-style-type: none"> <input checked="" type="radio"/> Supplier <input type="radio"/> Product <input type="radio"/> Factory </div>	<div data-bbox="494 264 1433 788">  </div> <div data-bbox="494 922 1433 1025">  </div> <p>(Optional) CEO explores more about Suppliers and Factories. He adjusted filters to view different KPIs by different dimensions.</p> <div data-bbox="494 1191 1433 1720">  </div>
<ul style="list-style-type: none"> Move to the Tab – Budget Planning 	<div data-bbox="494 1729 1433 1818">  </div> <p>CEO then decides to make a quick plan about the Procurement budget for the coming year. After referring the Quick Forecast Result of the total Cost for the next year and the cost growth rate of the last year, he decides to set the total cost growth rate to 4.4%. (CEO can either remains the same cost growth rate</p>

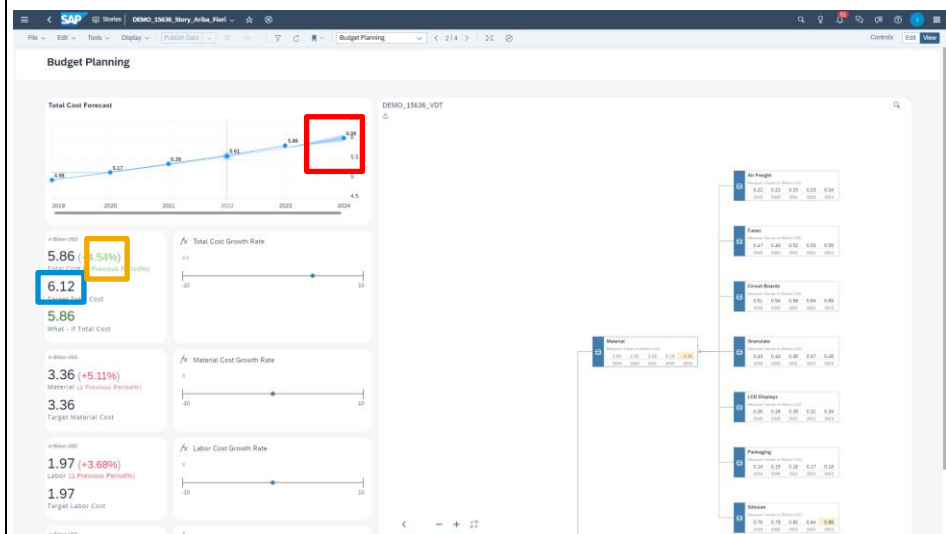
Actions

- Adjust Filters based on the growth rate of previous period

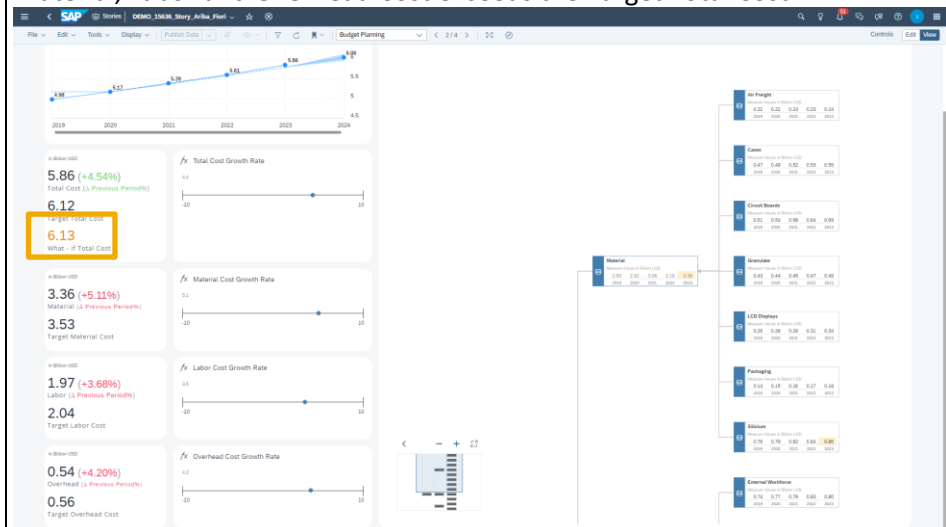


Screenshots and Explanation


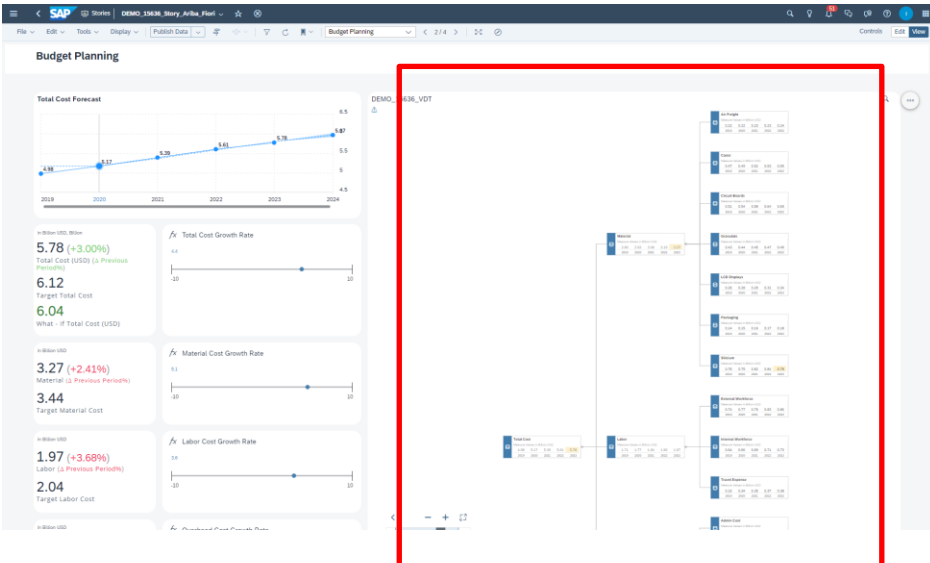
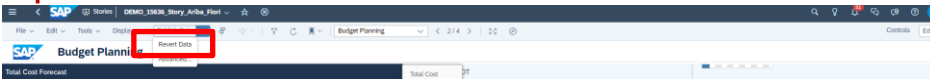
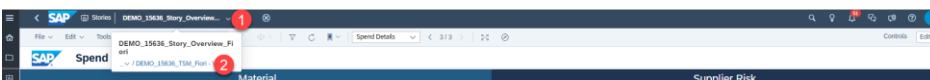
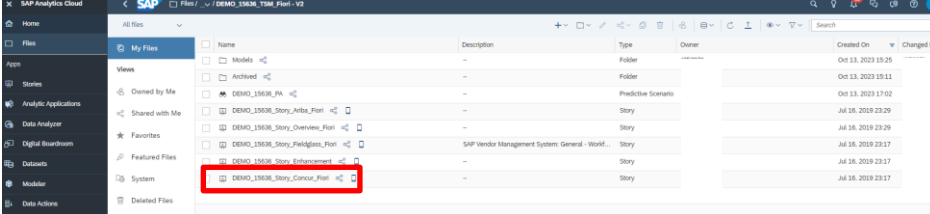
as the last year or use the quick forecast result.) The **total cost budget for the next year** has been computed automatically.



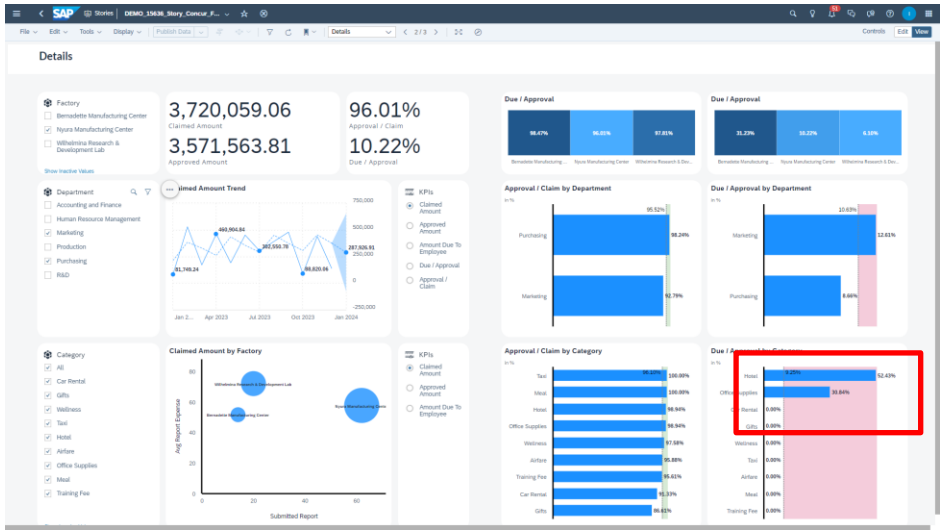
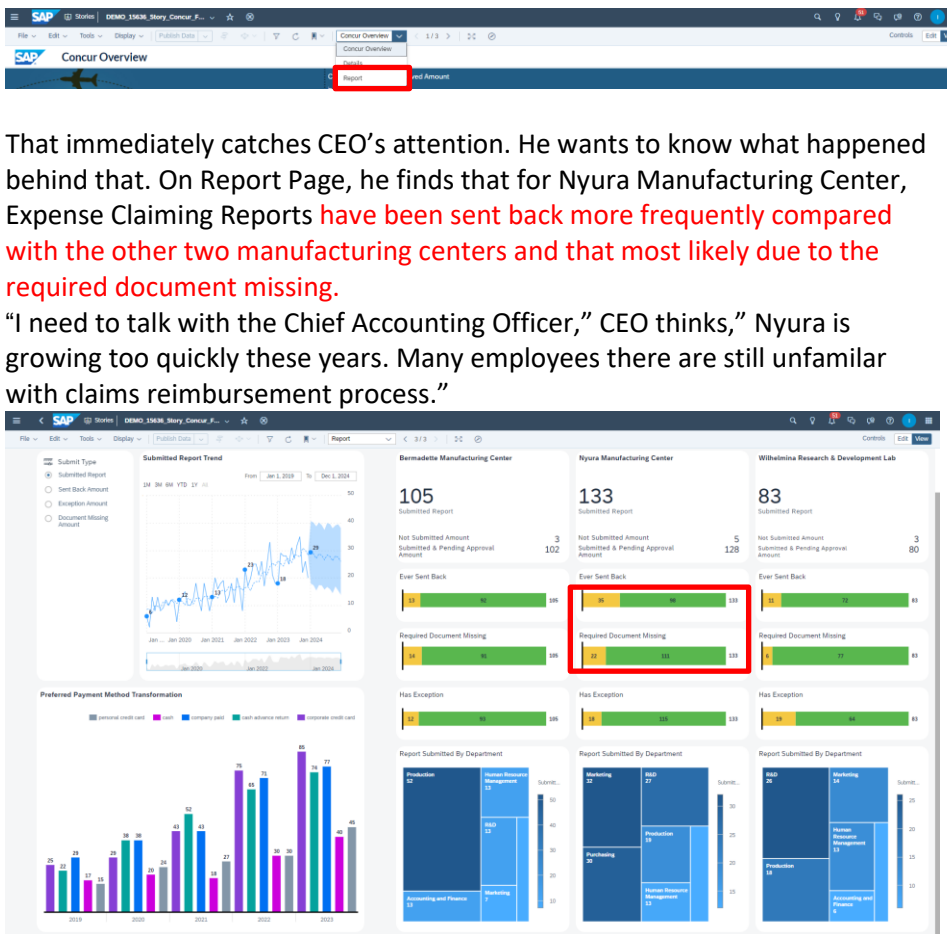

CEO decides the Material, Labor and Overhead budget for the next year in similar ways. You can observe a **Yellow Alert** when the sum value of Target Material, Labor and Overhead Cost exceeds the Target Total Cost.

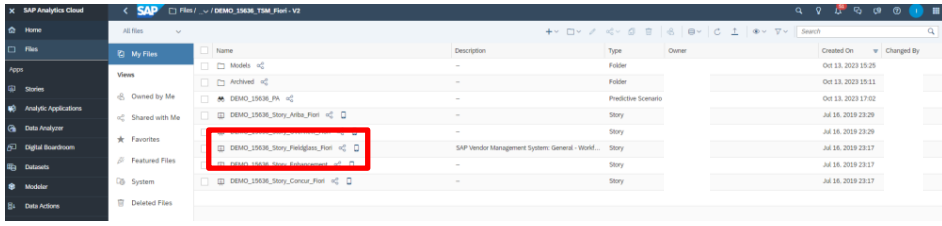
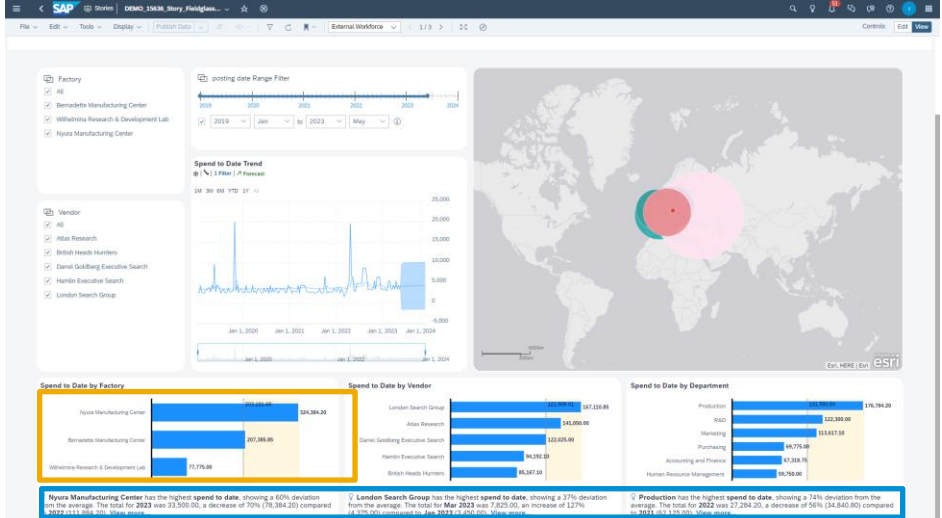
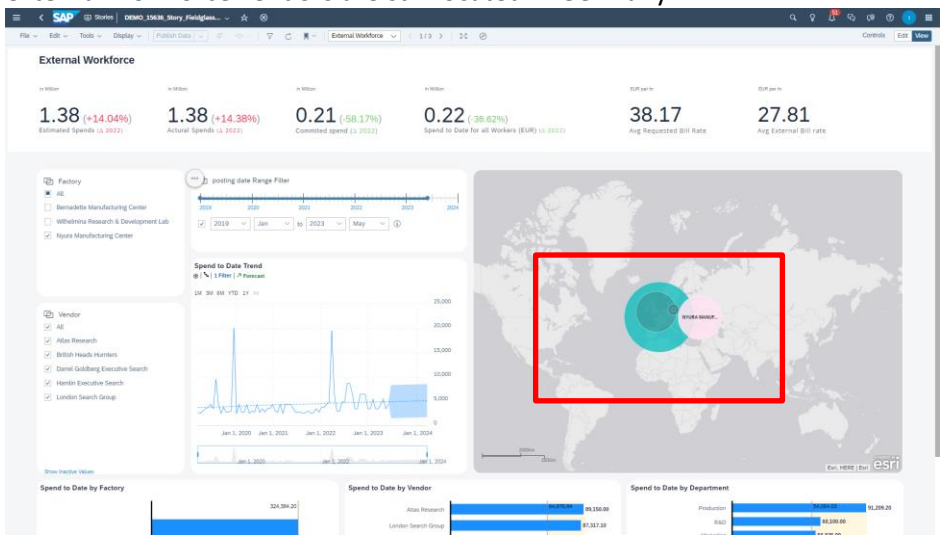


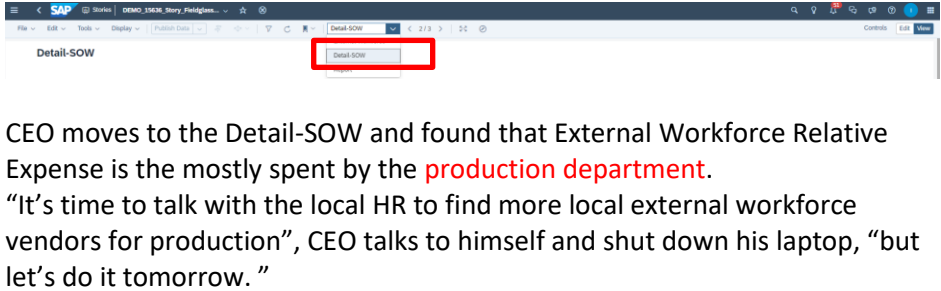
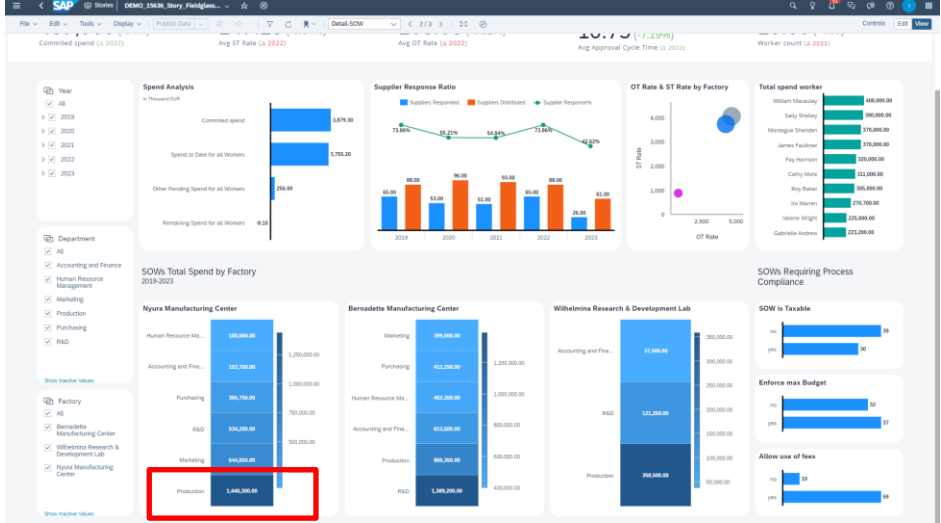
He then uses the **value driver tree** to check and see how he can hit his target for each Product Category.

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Click the end of the branch and adjust number to see how it affect the parent node.  <ul style="list-style-type: none"> Revert Data before leaving or it may affect the other users Click on Drop Down Arrow and go back to the Folder 	 <p>Important!</p>  
<ul style="list-style-type: none"> Click on the 'DEMO_15636_Story_Concur_Fiori' Go to the page – Overview 	 <p>After finishing his work about Material Spend, CEO then moves his steps to Travel Relative Expense.</p> <p>On Concur Overview Page, he found the Travel Expense Approval Percentage for Nyura is slightly above Warning Level unfortunately.</p> <p>He also observes a good amount of Travel Expense Reports have been submitted in Nyura Manufacturing Center.</p> <p>CEO decides to do more investigation.</p>

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Filter Factory to Nyura <div data-bbox="188 846 403 936"> <p>Factory</p> <p><input checked="" type="checkbox"/> Nyura Manufacturing Center</p> <p><input type="checkbox"/> Bernadette Manufacturing Center</p> <p><input type="checkbox"/> Wilhelmina Research & Development Lab</p> </div>	 <p>After drilling down to Nyura Manufacturing Center, CEO observes a quickly growing Travel Expense Claimed Amount in recent years. Those reports are mostly submitted by Marketing and Purchasing Department.</p> <p>“It does makes some sense,” CEO thinks, “since we are trying to moving our productivity from Bernadette which is in German to Nyura which is in Ukraine these years. They need more budget to open the Market and set everything up.”</p> <p>However, he still decides to explore more to see if there is any potential issue.</p>
<ul style="list-style-type: none"> Move to the page – Details Filter Factory to Nyura <div data-bbox="188 1832 432 1966"> <p>Factory</p> <p><input type="checkbox"/> Bernadette Manufacturing Center</p> <p><input checked="" type="checkbox"/> Nyura Manufacturing Center</p> <p><input type="checkbox"/> Wilhelmina Research & Development Lab</p> </div>	 <p>On Details Page, CEO observes that the Marketing & Purchasing Department of Nyura have a significantly high unpaid rate for approved Hotel and Office Supplies expense.</p>

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Department to Marketing and Purchasing <div style="border: 1px solid #ccc; padding: 5px; margin-top: 10px;"> <p>Department</p> <p><input type="checkbox"/> Accounting and Finance</p> <p><input type="checkbox"/> Human Resource Management</p> <p><input checked="" type="checkbox"/> Marketing</p> <p><input type="checkbox"/> Production</p> <p><input checked="" type="checkbox"/> Purchasing</p> <p><input type="checkbox"/> R&D</p> </div>	
<ul style="list-style-type: none"> Move to the page – Report 	<p>That immediately catches CEO's attention. He wants to know what happened behind that. On Report Page, he finds that for Nyura Manufacturing Center, Expense Claiming Reports have been sent back more frequently compared with the other two manufacturing centers and that most likely due to the required document missing.</p> <p>"I need to talk with the Chief Accounting Officer," CEO thinks, "Nyura is growing too quickly these years. Many employees there are still unfamiliar with claims reimbursement process."</p> 
<ul style="list-style-type: none"> Click on Drop Down Arrow and go back to the Folder 	

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Click on 'DEMO_15636_Story_Fieldglass_Fiori' 	 <p>When the day is close to the end, CEO decides to have a quick look at External Workforce relative expense. He observes a relatively high External Workforce Relative Expense from Nyura Manufacturing Center. Point out Smart Insights which help to auto-detect unrealized facts.</p> 
<ul style="list-style-type: none"> Filter Factory to Nyura 	<p>CEO drills down to Nyura Manufacturing Center. Immediately, he found that it seems a big amount of external workforce relative vendors who support Nyura are far away from Nyura. When the company is moving the productivity from Bernadette (located in Germany) to Nyura (located in Turkey), all their external workforce vendors are still located in Germany.</p> 

Actions	Screenshots and Explanation
<ul style="list-style-type: none"> Move to the page – Detail-SOW 	 <p>CEO moves to the Detail-SOW and found that External Workforce Relative Expense is the mostly spent by the production department. “It’s time to talk with the local HR to find more local external workforce vendors for production”, CEO talks to himself and shut down his laptop, “but let’s do it tomorrow.”</p>  <p>Please be noticed that you have more than 1 ways to demo this scenario. Create a unique experience for your audience.</p>

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